



## City of San Antonio

### ADDENDUM V

**SUBJECT:** Request for Proposals for River Barge Concession Services, (RFP 17-001), Scheduled to Close: Friday, January 20, 2017; Date of Issue: Tuesday, October 4, 2016

**FROM:** Denise D. Gallegos, C.P.M., CPPB  
Procurement Administrator

**DATE:** December 23, 2016

**THIS NOTICE SHALL SERVE AS ADDENDUM NO. V - TO THE ABOVE REFERENCED REQUEST FOR PROPOSALS**

**THE ABOVE MENTIONED REQUEST FOR PROPOSALS IS HEREBY AMENDED AS FOLLOWS:**

1. **Remove:** Addendum II, dated December 7, 2016, **removal** of the below reference to responses for Questions 31, 60, 67, and 68:  
  
“(including option years)”
2. **Add:** Pre-Submittal Conference Sign-In Sheet - December 14, 2016, this document will be posted as a separate file.
3. **Revise:** RFP Exhibit, 15.4, Sample Contract, Page 38, Article 13.2 to read as the following:  
“CONTRACTOR may provide up to three (3) maintenance barges. Each maintenance barge shall utilize **an electric propulsion system**. CONTRACTOR’s barges must be maintained so as to present an appearance that reflects positively on the San Antonio River Walk.”
4. **Revise/Add:** RFP Attachment A, Part Two, Experience & Financial Capability, 4c., revised to read as follows:  
“Provide a detailed Pro-Forma financial statement for revenues and expenses for each year of the proposed 10-year term. **Respondents may utilize RFP Exhibit 15.9 Barge Pro Forma Excel spreadsheet and modify as necessary.** Submit proof of financing to include loans and bank notes which will be used to support operations, maintenance and capital requirements.”  
  
**Add: RFP Exhibit 15.9 - Barge Pro Forma**, this document will be posted as a separate file.
5. **Add:** **RFP Exhibit 15.10 – Charging Station Floor Plan**, this document will be posted as a separate file.  
**RFP Exhibit 15.11.1 – METALAB Exhibit A (Scope of Service)**, this document will be posted as a separate file.  
**RFP Exhibit 15.11.2 – METALAB Amendment to Professional Services**, this document will be posted as a separate file.  
**RFP Exhibit 15.11.3 – METALAB Full Proposal**, this document will be posted as a separate file.  
**RFP Exhibit 15.11.4 – METALAB Agreement**, this document will be posted as a separate file.  
**RFP Exhibit 15.12.1 – Lake Assault Bid Drawing Set**, this document will be posted as a separate file.  
**RFP Exhibit 15.12.2 – Lake Assault Supplemental Documents 8.3.16**, this document will be posted as a separate file.

**RFP Exhibit 15.12.3 – Lake Assault RFCSP Document**, this document will be posted as a separate file.

**RFP Exhibit 15.12.4 – Lake Assault Supplemental Documents 9.15.16**, this document will be posted as a separate file.

**RFP Exhibit 15.12.5 – Lake Assault Integration Agreement**, this document will be posted as a separate file.

**RFP Exhibit 15.12.6 – Lake Assault Addendum Drawing Set**, this document will be posted as a separate file.

**RFP Exhibit 15.13 – Prototype Barge Modifications**, this document will be posted as a separate file.

### **QUESTIONS SUBMITTED IN ACCORDANCE WITH SECTION 007, PRE-SUBMITTAL CONFERENCE:**

On Wednesday, December 14, 2016, the City of San Antonio hosted a 2<sup>nd</sup> Pre-Submittal Conference to provide information and clarification for the River Barge Concession Services Request for Proposals. Below is a list of questions that were asked at the pre-submittal conference. The City's official response to questions asked is as follows:

Question 1: Prototype B will be available in February 2017. Can potential operators meet with the barge manufacturer to discuss issues related to boat being seaworthy, batteries functioning, etc...?

Response: City is coordinating a Barge Tour/Inspection/Presentation on January 4, 2017 with barge manufacturer, design team, and battery supplier to present information regarding barge design to interested parties.

Question 2: Is operator assuming liability and risk with operations of new barges?

Response: Yes.

Question 3: Can potential operators discuss barge issues with METALAB?

Response: Please see response to Question 1.

Question 4: In Section 13.2 of Contract, maintenance barges shall be CNG or electric. On p. 60 of the RFP, maintenance barges must be electric. Which it is? If maintenance barges must be electric, you are talking about a capital expense of an additional \$500,000 minimum for three new boats rather than using existing CNG barges.

Response: Maintenance barges must be electric powered.

Question 5: In RFP on p. 10, it states that "Operator will maintain barges." Who will be responsible for capital replacements for design defect? How long are the manufacturer or battery warranties and what do they cover?

Response: A. Capital replacements for design defects will be discussed with selected operator as needed and City will determine level of cost sharing, if any, as appropriate. Any changes to barge design, including capital replacements, require prior approval by City.

B. River barge fabricator Lake Assault warrants (1) structural aluminum components and their associated welds; and (2) factory manufactured and installed aluminum non-structural components – gates, guards, rails and ramps – to be free from defects in materials and workmanship for a period of two years. Lake Assault warrants for a period of one year all components not covered by the two year structural warranty, or an original equipment manufacturer's warranty, to be free from defects in materials and workmanship for a period of one year.

Torqueedo, supplier of barge motors, barge batteries, and battery chargers, warrants the motors and chargers to be free from defects in workmanship and material under normal usage and proper installation and maintenance for a period of 24 months from date of delivery. Torqueedo warrants the batteries to be free from defects in workmanship and material under normal usage and proper installation and maintenance for a period of 48 months from date of delivery.

Question 6: In same section, it states that "COSA will acquire replacement batteries." This is inconsistent with other provisions of the RFP—see below. Estimated battery life is 5 years with a current replacement cost of \$3,000 per battery according to manufacturer. That's a capital investment of over \$2 million in Year 5 (\$3K x 16 per barge x 44 = \$2,112,000). If this is an obligation on operator, you are pricing the operator out of market. If COSA will purchase and provide all replacement batteries, will such batteries be provided on emergency basis to keep fleet operational?

**Finance Department, Purchasing Division**

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- Response: City will work with barge concession operator and battery supplier to replace batteries in a timely fashion.
- Question 7: RFP states that there will be 44 barges delivered, but Council approval for manufacture only specified 43 barges and a prototype. Will the prototype be updated at COSA expense to match all improved design/propulsion specs of final fleet?
- Response: No.
- Question 8: In order to determine SBEDA participation of 16%, can you confirm this example of computing Prime Contract Value? Prime Contract Value is gross revenues less sales tax, COSA MAG (assume minimum of \$4.5 M), RW Improvement fees (pass-thru), and Barge Use fee--\$795k. So assuming current revenues of \$12.5M less \$5.3M, PCV is \$7.2M. 16% of \$7.2M is \$1.152M.
- Response: Per the Subcontractor/Supplier Utilization Plan submitted with the bid, the Prime Respondents will provide the dollar value or the total percentage to be paid to the specified SBEDA eligible M/WBE subcontractor(s) listed. The total contract value to meet the 16% M/WBE Subcontracting Goal for this solicitation will be considered as the amount retained by the Prime Respondent after paying City of San Antonio its portion, for all the valid contract years: City required Concession Fee, River Walk Capital Improvement Fee, and Barge Use Fee. Electricity payments for CPS and credit card fees may also be excluded from the total contract value to meet the 16% M/WBE Subcontracting Goal. If the dollar amount is difficult to provide, the Prime Respondent may assign a percentage value to each subcontractor listed. Please note the Subcontractor/Supplier Utilization Plan will become part of the contract with the City if awarded the contract. Please contact the Small Business Office at (210) 207-3922 for any clarifications.
- Question 9: Is sales tax included or excluded in the prime contract value?
- Response: Sales Tax will be included in the prime contract value in regard to meeting the 16% M/WBE Subcontracting Goal. Please see response to Question 8.
- Question 10: Are credit card fees included in prime contract value? Can you also consider deducting credit card fees from PCV?
- Response: Please see response to Question 8.
- Question 11: Addendum II - Question 108 and Section S on p. 11 of RFP: Can you clarify what charitable, freebies, and/or contributions are mandatory and which are optional? Scholarships? "Concession" Services (50k)? Up to \$100k in "complimentary or reduced rates for promotional, marketing, or special events" annually? Does operator have to pay MAG percentage on these "contributions" (they should be deducted like sales taxes)?
- Response:
- When responding to RFP Attachment A, Part 3, Items 2.e, 2.f, and 2.g, Respondents may propose to provide no scholarships, no additional proposed donations, and no innovative strategies to better serve/benefit the community. These "charitable, freebies, and/or contributions" are not mandatory.
  - Selected operator will be required to provide up to \$50,000.00 annually in barge rides to City for City's promotional use. Any unused portion of the City's annual \$50,000.00 concession service funds shall carry over and be added to the subsequent year's concession service fund balance, except at the end of Years 5 and 10 when unused concession service funds shall be paid to the City within 30 calendar days of the end of the contract year. The \$50,000.00 in concession service funds available to City in the form of barge rides is a fixed annual amount, shall be mandatory contract language, and shall not be part of Respondents' proposals.
  - Selected operator may elect to provide free or reduced rate tickets for promotional, marketing, or special events; however, since free or reduced rate tickets will not generate the same revenue amount as the same tickets sold at face value and will directly impact percentage payment to City, the selected operator shall be limited to offering up to \$100,000 in free and reduced rate tickets to promote its operations each year.
  - Selected operator shall pay approved percentage on adjusted gross sales, which shall mean payments received, less sales tax, River Walk Capital Improvement Fees, and credits for refunds, whether in cash or in kind.
- Question 12: Can Respondent propose \$0 for scholarships?
- Response: Yes.

- Question 13: Can Respondent propose 0% for percentage of adjusted gross sales to be paid to City?  
Response: Yes.
- Question 14: Based on large percentage of the revenues being paid to COSA, will COSA consider ticket price increases every three years of the contract? All other entertainment venues (Zoo, Fiesta Texas, Tower, etc.) have normal and reasonable ticket price increases.  
Response: Per RFP Attachment B, Respondents are required to identify ticket prices through term of contract.
- Question 15: Please reconsider option terms extending the contract to allow operators to amortize capital costs over a longer term, preferably 15 years?  
Response: 10 year contract term remains unchanged.
- Question 16: Are lease payments fixed?  
Response: Yes. Payment to City for use of City-owned barges is \$66,250.00 per month.
- Question 17: When does City anticipate releasing Addendum with Q&As?  
Response: The City anticipates releasing Addendum V by December 23, 2016.
- Question 18: When does City anticipate going to City Council to award operator contract?  
Response: The City anticipates making a recommendation to City Council in February 2017.
- Question 19: Is the Capital Improvement Fee included in ticket price?  
Response: Yes.
- Question 20: Would Respondent's proposal be deemed unresponsive if proposal contained a \$0 minimum annual guarantee or a conditional MAG?  
Response: Yes.
- Question 21: When does City anticipate conducting interviews/presentations for Respondents?  
Response: January 30-31, 2017.

#### **QUESTIONS SUBMITTED IN ACCORDANCE WITH SECTION 011, RESTRICTIONS OF COMMUNICATION:**

- Question 22: Do we need to be authorized and licensed to do business in Texas prior to the submission of this RFP or can we create our entities and register/license them post award (if successful)?  
Response: If a Respondent is planning to create a new entity to operate the business, they should complete that process prior to the solicitation submission so that the City can properly evaluate the proposal. If a Respondent wants the contract to be held by the existing corporation then they should go ahead and register with the State as a Foreign Corporation so we can consider that as part of the proposal as well.
- Question 23: Addendum II - Question 21 and 101:  
a. At minimum MAG, it is estimated that credit cards fees may be as much as \$300,000 annually. Why aren't credit fees treated like RW improvement fees, sales taxes, and refund credits and deducted before calculating COSA royalty?  
b. Please confirm that sales taxes are deducted for computation of COSA "adjusted gross sales?"  
c. Please also confirm that \$795,000 Barge Use Fee is deducted from "adjusted gross sales" before determining COSA royalty?  
Response: a. Credit card fees are an operating expense and shall not be subtracted when calculating adjusted gross sales.  
b. Confirmed.  
c. \$795,000.00 Barge Use Fee shall not be subtracted when calculating adjusted gross sales.

Question 24: Addendum II - Question 49: COSA should reconsider willingness to allow operator and manufacturer to work together on design and operational improvements. You are building a barge with no input from potential operators who have experience in running naval entertainment venues. If this opportunity is not given to operators, no response to operations RFP may be offered or a conditional offer may be proposed.

Response: Please see response to Question 1.

Question 25: Addendum II - Question 89: a LOC annually will cost the operator at least \$45,000 (1% fee). COSA should allow the operator to provide evidence of net worth and guaranty for performance.

Response: RFP Exhibit 15.4, Sample Contract, Item 25.1 regarding letter of credit remains unchanged.

Question 26: Addendum II - Questions 35 and 74: Kiosks appear to be permitted under these questions. Will COSA either pre-approve or expedite approval for any kiosks on River Walk if requested in response?

Response: Responses to Addendum II, Questions 35 and 74 do not authorize kiosks on the River Walk. While the City is open to kiosk/self-service ticket stations at various sites in San Antonio, such sites would need to be arranged by selected operator. Whether on public or private property, any kiosk sites proposed to be located within a River Improvement Overlay zone would be subject to City review and may include review by the Historic & Design Review Commission, which meets twice monthly. The attached link identifies River Improvement Overlay zones. <https://www.sanantonio.gov/historic/historicsites/Zoning>

Question 27: There is an exhibit requiring information on a Joint Venture if one is being used. If we use an LLC, do we need to complete this form?

Response: If a Respondent has created a joint venture to respond to this RFP, and wishes to be eligible for points under the Local Preference Program (LPP) and/or Veteran Owned Small Business Preference Program (VOSB), then they do need to complete the form, regardless of whether they have created an LLC.

Question 28: Can we get a more detailed breakdown of the historic passenger numbers to help with our financial modelling (by week / month) would be really helpful, even if just for 1/2 years.

Response: Barge Ticket Sales, including taxis, for most recent fiscal years:

Month	FY 2015, 10/1/14-9/30/15	FY 2016, 10/1/15-9/30/16
October	107,054	105,404
November	88,331	88,843
December	151,969	181,267
January	55,360	68,772
February	69,982	93,641
March	167,846	203,921
April	130,630	118,011
May	116,967	126,016
June	151,055	156,692
July	253,577	232,519
August	162,473	126,172
September	103,479	101,320

Question 29: Today the barges were unable to visit the convention center, because of the wind strength. A) Does this happen often? B) Will the new barges have the same problem?

Response: A. No, it is seasonal, typically in the Fall/Winter when frontal boundaries occur.

B. Adverse weather conditions may impact barge operations. Selected operator shall be responsible for exercising sound judgment regarding all aspects of barge operations, including adjustments as a result of weather conditions.

Question 30: Is the operator responsible for utility costs associated with the charging stations? If so, can you provide us any further information to help us model out those costs (e.g. amount of electricity required to charge a battery and current electricity unit cost)?

Response: Power requirements for each barge are as follows:

- Each boat has 16 batteries and 6 chargers, which will require approximately 47.5kWh of electricity for a full charge (43.2kWh total capacity, at a 10% loss during the charge process brings us up to 47.5kWh required from the grid).
- Load is 240v@45a per boat. 40 boats charging at the same time will pull approx. 1800amps in total, that's 432kva max draw at one time.
- Electricity model will vary depending on assumptions made for how many barges are charged per day, how much charge is needed per barge, etc.

Electricity cost for Fiscal Year 2016, 10/1/2015 – 9/30/2016

Month	Cost	KWH	Cost per KWH
October	\$4,824.97	56,000	\$0.086
November	\$3,940.39	44,040	\$0.089
December	\$4,445.31	48,680	\$0.091
January	\$3,492.58	38,560	\$0.090
February	\$3,594.62	37,400	\$0.096
March	\$4,327.76	47,680	\$0.091
April	\$4,478.67	51,200	\$0.087
May	\$5,063.62	58,000	\$0.087
June	\$5,821.64	61,720	\$0.094
July	\$5,940.42	65,120	\$0.091
August	\$6,259.07	67,880	\$0.092
September	\$5,482.74	61,280	\$0.089
	\$57,671.79	637,560	\$0.090

Question 31: In the Response to Q 100 (Addendum II) it is stated “Additional rules regarding barge reservation system not yet adopted”. What does ‘not yet adopted’ mean? Are their additional rules that are scheduled to be issued/adopted at a later date? (If so can we see these? If not are the only two rules:

- Dinner and Tour Charters shall be available to the general public, licensed caterers and river restaurants having a prominent entrance on the river.
- Operator shall have a general policy restricting any single customer to chartering more than four barges to no more than six times per year.

Response: The City, acting through the Center City Development & Operations Department, reserves the right to make administrative adjustments to the charter rental rules during the term of the contract in order to ensure that access to the charter rentals continues to be equitable while allowing the selected operator the flexibility needed to operate efficiently.

Question 32: Attachment A, Part 3, Section 3, Bullet A asks:

How would construction of the proposed Museum Reach marina affect your proposed operating plan? Describe in detail additional programming and services you would be able to provide as a result of the proposed Museum Reach marina and in Addendum II, Question 37 states: Plans have not been developed for construction of a marina in the Museum Reach....This may be just the way we are reading it, but in the question, the suggestion is that a marina has been proposed. In the answer, the suggestion is that nothing has been proposed. Can you provide some clarity as to what, if anything has been proposed/planned or, if nothing has been proposed/planned provide some background as to the intent of the question?

Response: Internal discussions regarding the future of the River Walk Museum Reach have included the possibility of a marina north of the Brooklyn Street lock and dam and south of Grayson Street; however, no funding source or design concepts have been identified. The intent of the question is to better understand what operational value, if any, a marina may provide to the selected operator.

- Question 33: How large are the battery banks in each boat (kW-hr)?  
Response: 43.2kWh
- Question 34: Who is the battery manufacturer? What is the battery bank specific model #?  
Response: Manufacturer is Torqeedo Inc., model # is 'POWER 26-104.'
- Question 35: What is the HP on each boat? Twin engine or single? What type of propulsion motors?  
Response: There is a single Torqeedo Cruise 10.0kW motor on each boat. For the new barges the power has been software limited to 6.5kW, which is approximately 10hp.
- Question 36: Is there a spreadsheet or table of the daily charge-discharge operational cycle for the design? (basically a day in the life of the boat, or fleet if maybe some are operating and some are charging at off-peak times)  
Response: No spreadsheet or table exists or is available.
- Question 37: What is the projected life-span of the batteries?  
Response: 4 years.
- Question 38: Are all boats capable of being charged at the same time overnight?  
Response: No. City will provide a minimum of 30 charging stations at Nueva Street Marina and 10 charging stations at the International Center Marina. City will provide 44 barges.
- Question 39: What is the shore power volts/phase and amps?  
Response: 208vac single phase, each dock will have a 50amp service
- Question 40: Is the propulsion/battery/controls/power management system a one source vendor? If so, who is that manufacturer? If not single source, who are the manufacturers of the various components?  
Response: Yes. Torqeedo Inc.
- Question 41: If not single source, who are the manufacturers of the various components?  
Response: N/A.
- Question 42: Who is the builder of the vessels? What material are the vessels built of?  
Response: Lake Assault Boats, LLC. Aluminum
- Question 43: Are the batteries Li-ion? If Li-Ion batteries, what precautions for monitoring and protection against fire hazards are in place?  
Response: Yes.  
There are multiple safety features designed into the POWER 26-104.
- Cylindrical Safety Cells, in metal jackets with individual poly fuses for each cell,
  - High quality cell manufacturing and stable chemistry LiNMC,
  - Case is IP67 waterproof, and if submerged a sensor turns the battery off,
  - Intelligent Battery Management System monitors and protects all critical functions such as charging, discharging, short circuit, reverse polarity, temperature, cell balancing, and storage mode,
  - Intelligent Chargers also prevent against overcharging,
  - Batteries talk to each other, the motor, and the throttle on a data level. If there is a problem with a battery it will take itself 'off-line' and alert the operator.
- Question 44: If not Li-ion batteries, what type of batteries are installed?  
Response: N/A.
- Question 45: Has a charging station been considered north or the lock (by the pearl) could one be installed if required?  
Response: Internal discussions regarding the future of the River Walk Museum Reach have included the possibility of a marina north of the Brooklyn Street lock and dam and south of Grayson Street; however, no funding source or design concepts have been identified. If funds were identified for design and construction of a marina north of the Brooklyn Street lock and dam, a charging station could be included.

- Question 46: Is lock failure ever an issue?  
Response: The Brooklyn Street lock has been reliable since opening in 2009.
- Question 47: METALAB is the designer of the vessels, who is going to be the builder of the vessels?  
Response: Lake Assault Boats, LLC.
- Question 48: What material will the vessels built of?  
Response: Aluminum.
- Question 49: There is a currently a ticket booth/cart on the upper street level of Alamo. This is not listed in the RFP as either a current or future ticket booth. Will COSA continue to allow this type of concept?  
Response: While the City is open to additional ticket sales locations at various sites in San Antonio, such sites would need to be arranged by selected operator. Whether on public or private property, any sites proposed to be located within a River Improvement Overlay zone would be subject to City review and may include review by the Historic & Design Review Commission, which meets twice monthly. The attached link identifies River Improvement Overlay zones. <https://www.sanantonio.gov/historic/historicsites/Zoning>.
- Question 50: Barge hours of operation currently end at 9pm. Other than previously mentioned noise ordinance, are there any restrictions on continuing to operate until 11pm on weekends?  
Response: No restrictions; however, if planning to operate extended hours north of the Brooklyn Street lock & dam, selected operator would need to notify SA River Authority to ensure lock is staffed.
- Question 51: **RFP Section 25.1** - The RFP states that a letter of credit (“LOC”) in the amount of the MAG is required from the Respondent who is selected. Please note that it will cost the Respondent approximately \$20,000 per \$1M for a LOC on an annual basis. In order to reallocate those funds to other River Walk operational costs that would normally be used for the LOC, may the Respondent propose another form of “guarantee” as an alternative to the LOC (i.e. advance payment of the MAG, etc.)?  
Response: No.
- Question 52: Addendum II, #2- Revisions to Section 003 of the RFP were made by the City, which included language regarding the MAG “(which shall not be less than \$4,500,000.00)”. Please clarify whether or not there is a minimum MAG requirement of \$4,500,000 or if there is no minimum MAG requirement.  
Response: Per RFP Attachment B, Item E, Respondents must propose a minimum annual guarantee payment to the City for each Contract Year. The proposed minimum annual guarantee payment must be no less than \$4,500,000.00.
- Question 53: Addendum II, #5 states the following: 1. The City will provide a minimum of 40 charging stations, 2. There are 16 batteries in each barge, 3. City estimates 5 hours to charge each battery and 4. Each fully charged battery should provide 11 hours of barge use.  
There are 44 barges, which could all be required for use at the same time during peak demand periods. In this scenario, that requires use of 704 batteries that must be fully charged to run for approximately 11 hours, which requires 3,520 hours of battery charging time. If all barges are used during one day and those batteries must be charged for use 10 hours later, that limits charging to 2 batteries per charging station, which will charge a maximum of 80 batteries.
- i. Based on the aforementioned calculations, is the City prepared to provide the following:
    - a. An additional 624 batteries by the date that this contract commences to ensure that the barges may all be fully charged on a daily basis by using the 40 charging stations that will be provided; and/or
    - b. An additional 63 charging stations; or
    - c. A combination of both a (additional batteries) & b (additional charging stations)?
  - ii. Please provide the design, model, and specs of the battery charging stations.
  - iii. Please provide an exhibit showing the location of each battery charging station that will be installed in the marinas.
  - iv. Will additional charging stations be provided at the City’s cost in the new marina?
  - v. How many charging stations will be provided in the new marina?

- vi. Who is the contractor responsible for installing the charging stations?
- vii. What is the estimated cost to the City for purchase, installation, and maintenance of the charging stations (include number of charging stations, cost for each, and labor/installation cost).
- viii. Please provide the maximum response time for the City to repair a charging station after being notified of any problems by the Operator.
- ix. Will the maintenance of the charging stations be provided by a local contractor who will be available on site at all times to ensure immediate repair if there are issues?

Response:

- i. This example is fundamentally incorrect. Each boat will have 43.2kWh of total battery capacity, and 10.2kW of total charging capacity. The system is designed so that 5 hours of charging will bring the batteries up to a 95% level, and the sixth hour will finish the charge up to 100%. There is only one Shorepower plug per boat.
- ii Unavailable.
- iii A draft layout is attached as RFP Exhibit 15.10.
- iv No less than 30 charging stations will be installed in the Nueva Street Marina.
- v No less than 30 charging stations will be installed in the Nueva Street Marina.
- vi Not yet selected.
- vii Unavailable.
- viii Unknown.
- ix No.

Question 54: Please provide a break out showing the number of passengers on a monthly basis from November 1, 2015 through October 31, 2016. This information is necessary to estimate the number of barges required, which will affect the anticipated costs per month for operations.

Response: Please see response to Question 28.

Question 55: Since there is now a deadline for questions asked to City staff related to the new barge design/fabrication set at December 22, 2016, are Respondents now prohibited from speaking directly with Metalab, Torquedo and Lake Assault Boats, LLC? Is that now considered a violation of the “no contact” provision of the RFP to speak directly with these companies?

Response: No and No. Per Addendum IV, interested parties are invited to attend a barge tour/inspection on Wednesday, January 4, 2017 at 10:00 a.m., local time at the City of San Antonio’s Portal de San Fernando, accessible from Main Plaza.

Question 56: Please provide a copy of any and all attachments, exhibits and documents related to the First Amendment to the Professional Services Agreement with Metalab, LLC so we can have information related to revised design plans.

Response: Please see #5 amendment in this addendum, documents are provided as RFP Exhibit 15.11.1 – 15.11.4.

Question 57: Please provide a copy of any and all attachments, exhibits and documents related to the Agreement with Lake Assault Boats, LLC so we can estimate quality of construction, warranty information, etc. to calculate the estimated maintenance costs.

Response: Please see #5 amendment in this addendum, documents are provided as RFP Exhibit 15.12.1 – 15.12.6.

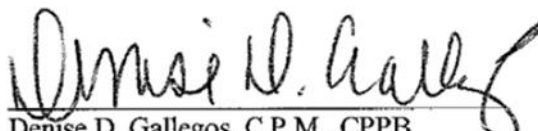
Question 58: Can you confirm that the second barge inspection scheduled on January 4, 2017 is not of the new prototype that includes all updated design specs? If the inspection is of the first prototype, will it include any improvements required by the updated design specs and if so, which ones? If not, will the City consider postponing the Proposal deadline to allow Respondents to take a test ride on and inspect the new prototype since that is the design that is subject to maintenance by the selected Respondent?

Response: Confirmed – the barge inspection on January 4, 2017 will be of the original prototype barge. The original prototype barge to be inspected will include improvements, which are identified in RFP Exhibit 15.13. Proposal due date is unchanged.

Question 59: Can you please provide the list of improvements that will be made to the first prototype, reason for each improvement, and comparison chart to show the differences between the first prototype and new prototype?

Response: Please see #5 amendment in this addendum, document is provided as RFP Exhibit 15.13.

- Question 60: Please provide a copy of the updated RFP that includes revisions provided in Addendum IV and V.  
Response: Yes, an updated version is now attached to the website.
- Question 61: **RFP Section 010** - Please define “package” and “envelope”. For example, is the package the box that holds one or more of the envelopes? Is a binder considered an envelope?  
Response: Package/Envelope is considered the box, etc. that will carry all RFP copies, etc. for Respondent’s submission.
- Question 62: The evaluation criteria states that up to 10 points will be awarded as part of the Local Preference Program (LPP). Specifically, it states businesses must be headquartered for one year or more within San Antonio city limits to receive 10 points. Alternatively, businesses can have an office for one year or more within San Antonio and meet certain employment standards to be eligible for 5 points. Does the one-year period have to be established one year prior to the original RFP release date of October 4, 2016? Does this mean businesses have to be established prior to October 4, 2015 to receive LPP points? Or, does the one-year eligibility have to be satisfied one year prior to the RFP response deadline? Or, could the one-year eligibility be satisfied one year prior to the date of evaluation?  
Response: The one year eligibility requirement must be satisfied at the time of the final proposal due date.
- Question 63: The evaluation criteria states that 10 points will be awarded for SBE prime contractors proposing at least 51% SBE participation. While we know this means prime respondents must be SBE-certified by the South Central Texas Regional Certification Agency, it is unclear if firms have to be established for one year or more, similar to LPP eligibility. The SBE definition on page 23 of the RFP states that firms must meet Significant Business Presence requirements as defined herein, which are S/W/MBE, firms “headquartered or having a significant business presence for at least one year within the Relevant Marketplace.” Can you confirm whether or not SBE prime respondents have to be established for one year or more to be eligible for the 10 SBE Prime Contract Program points? If so, does the one-year eligibility have to be satisfied prior to the RFP response deadline, or prior to the original RFP release date of October 4, 2016? Or, could the one-year eligibility be satisfied one year prior to the date of evaluation?  
Response: Per the SBEDA Ordinance, a firm has to be certified as a SBE by SCTRCA and either be headquartered in San Antonio Metropolitan Statistical Area (SAMSA) or show significant business presence to be eligible for SBEDA incentives. To be deemed headquartered in SAMSA, a firm may be newly established and does not have a 1 year requirement but certified as a SBE by SCTRCA at the time of the final proposal due date. To show ‘significant business presence’ a firm’s branch location has to be established in SAMSA for at least one year at the time of proposal due date, with 20% of its total employees located in SAMSA.

  
Denise D. Gallegos, C.P.M., CPPB  
Procurement Administrator  
Finance Department – Purchasing Division

Date \_\_\_\_\_  
Company Name \_\_\_\_\_  
Address \_\_\_\_\_  
City/State/Zip Code \_\_\_\_\_  
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Signature